



San Francisco Municipal Transportation Agency



# Business Outreach Committee Contracting Newsletter #3, October 2008

*The goal of the Business Outreach Committee (BOC) is to assist DBE, SBE, LBE, and WBE firms in doing business with Bay Area Transportation Agencies.*

**Why Get Certified as a DBE?** There are many benefits to certifying your small business as a DBE, including increased marketing and business exposure via a statewide database and directory.

The California Unified Certification Program (CUCP) provides "one-stop shopping" certification services to small, minority, and women-owned businesses seeking to participate as a Disadvantaged Business Enterprise (DBE) in contracts funded by the United States Department of Transportation.

Once certified, your firm will be placed in the CUCP statewide database, and anyone looking for a DBE will be able to search for firms based on the North American Industry Classification System (NAICS) code that you select for your firm. It is very important that you select all the correct NAICS codes that apply to services or supplies you provide, because prime contractors and local agencies will search for services by those numbers.

For more information on DBE certification and a list of certifying agencies, please visit: <http://www.californiaucp.com/>

## UPCOMING CONTRACTING OPPORTUNITIES:

### AC TRANSIT

Lighting Project	Issue Date*: 10/08	Est. \$: TBD
Heavy Duty Batteries	Issue Date*: 10/08	Est. \$: TBD
Inspect/test/cert alarms sprinkler systems	Issue Date*: 10/08	Est. \$: TBD
Actuarial Services for 2300 employees	Issue Date*: 10/08	Est. \$: TBD

### BART

Sweeping Services at BART Parking lots & Garages	Issue Date*: 11/08	Est. \$: TBD
Landscape Maintenance Services for W. Livermore, Pittsburg & Antioch Park and Ride Lots	Issue Date*: 11/08	Est. \$: TBD

### GGBHTD

San Rafael Data Center	Issue Date*: 11/08	Est. \$: 1.6M
Toll Plaza Pavement & Access Improvements	Issue Date*: 12/08	Est. \$: 3.1M

### MTC

511 Services	Issue Date*: 10/08	Est. \$: TBD
Information Kiosk Construction	Issue Date*: 10/08	Est. \$: 200K

### SAMTRANS

CCTV Security Video System Maintenance & Repair	Issue Date*: TBD	Est. \$: TBD
Content Management of Websites	Issue Date*: TBD	Est. \$: TBD
Program Management Oversight	Issue Date*: TBD	Est. \$: TBD

### SFMTA

Muni Traction Power Feeder Circuits Upgrade Project	Issue Date*: 10/08	Est. \$: 4M
Capital Asset Mgmt Program -Off-St. Parking Facilities	Issue Date*: 10/08	Est. \$: TBD
Metro E. Facility Wheel Truing Machine & Misc Equip	Issue Date*: 10/08	Est. \$: 4.5M
Misc Rail Replacement	Issue Date*: 10/08	Est. \$: 8.5M
J. Woods Motor Coach Facility-Vehicle Lift Replace	Issue Date*: 11/08	Est. \$: 2.5M
Muni Station E & Richmond Substation Project	Issue Date*: 11/08	Est. \$: 6.5M
A&E Services-Final Design for Central Subway Proj.	Issue Date*: 12/08	Est. \$: TBD

### VTA

Light Rail Public Address System	Issue Date*: TBD	Est. \$: 1.1M
Bus Farebox Replacement	Issue Date*: TBD	Est. \$: TBD
State Route 87 Landscaping	Issue Date*: TBD	Est. \$: TBD

\*All Dates subject to change, check agency websites for more information.

## UPCOMING BOC EVENT

The BOC invites your Construction Firm to the **Public Works Program and Contractor-Subcontractor Outreach Event**

on

**Wednesday, October 22, 2008, at MTC, 101 8th Street, Oakland, CA, in the Auditorium from 4:00 to 7:00 PM.**

This event is to inform the prime and subcontracting community of potential construction work that will be available from transportation agencies in and around the Bay Area, and provide a forum for prime contractors, subcontractors, and agency personnel to network. We highly encourage your firm to participate.

To RSVP please contact: Jennifer Rodriguez, email: [rodriguezj@samtrans.com](mailto:rodriguezj@samtrans.com)

## WHERE TO FIND CONTRACTING OPPORTUNITIES:

ACCMA:	<a href="http://www.accma.ca.gov/pages/RFPsRFQsPresent.aspx">http://www.accma.ca.gov/pages/RFPsRFQsPresent.aspx</a>
AC TRANSIT:	<a href="http://www.actransit.org/purchasing/">http://www.actransit.org/purchasing/</a>
BART:	<a href="http://www.bart.gov/about/business/contracts.asp">http://www.bart.gov/about/business/contracts.asp</a>
CCCTA:	<a href="http://www.cccta.org/wb/">http://www.cccta.org/wb/</a>
CITY OF RIO VISTA:	<a href="http://www.rio-vista-ca.com/rfp.htm">http://www.rio-vista-ca.com/rfp.htm</a>
GGBHTD:	<a href="http://www.goldengate.org/contracts/">http://www.goldengate.org/contracts/</a>
MTC:	<a href="http://www.mtc.ca.gov/jobs/">http://www.mtc.ca.gov/jobs/</a>
SAMTRANS:	<a href="http://www.samtrans.com/rfppub/">http://www.samtrans.com/rfppub/</a>
SF MTA:	<a href="http://www.sfgov.org/site/oca_index.asp?id=26507">http://www.sfgov.org/site/oca_index.asp?id=26507</a>
VTA:	<a href="http://www.vta.org/procurement/solications/">http://www.vta.org/procurement/solications/</a>
WETA:	<a href="http://www.watertransit.org/contract_oop.aspx">http://www.watertransit.org/contract_oop.aspx</a>

## CONGRESSWOMAN BARBARA LEE HOSTS:

Women and Minority-owned

Small Business Forum

Saturday, October 18, 2008

9 AM to Noon at the California State

University, East Bay Oakland Center

1000 Broadway

Oakland, CA 94607

To RSVP, contact Ricci Graham at

[Ricci.Graham@mail.house.gov](mailto:Ricci.Graham@mail.house.gov)

or April Chan at

[april.chan@mail.house.gov](mailto:april.chan@mail.house.gov) or by

calling 510-763-0370.

## Successful A&E Outreach/Networking Event!

On Wednesday, July 23, 2008, the BOC held an outreach/networking event for Architectural and Engineering (A&E) firms at the SFMTA offices. The meeting gave DBE/MBE/SBE A&E firm owners the opportunity to sit down across the table (literally) with the prime engineering staff who are involved in selecting subconsultants and to meet key executives of prime engineering firms who do business with Bay Area transportation agencies.

Leading the way from the large prime consulting firms were Nick Smyth of URS Corporation; Janet Gallegos of Booz Allen Hamilton; Dave Minister of Earth Tech; Chip Mallare of HNTB Corporation; Gabriele Mack of Jacobs Engineering; Randy Altshuler of Parsons Transportation; and Dominic Spaethling of PB Americas.

Additional prime consulting firm participants included Billy Martin and Mike Shoup of Brian Kangas Foulk; Milan Nikolich of Lim & Nascimento; Daniel Ho of Mark Thomas Company; John Burns of Stantec Consulting; and Vickie Tan of PGH Wong Engineering.

Architectural and Engineering marketing representatives and executives gave presentations on how DBE/MBE/SBE's should market themselves to become subcontractors. The following tips were stressed:

- Call their firms
- Bring valuable information to the primes
- Let them know your capabilities
- Create ongoing relationships

All good advice!

The one-on-one sessions after the presentations were invaluable for DBE/MBE/SBE owners who typically have difficulty meeting decision-makers in large A&E firms. The sit-downs were modeled on "speed dating" and were scheduled on a first-come, first-served basis, with each sub permitted multiple sessions. The BOC intends to hold more targeted events of this type. If you are not currently on the BOC mailing list, please send an e-mail request to [outreach@mtc.ca.gov](mailto:outreach@mtc.ca.gov) so that we can inform you of upcoming events.



## AGENCY CONTACTS

**ACCMA:** Liz Brazil  
Contracts Administrator  
(510) 350-2333 [lbrazil@accma.ca.gov](mailto:lbrazil@accma.ca.gov)

**AC Transit:** Lynda McBroom  
DBE Liaison Officer  
(510) 577-8818 or  
[lmcbroom@actransit.org](mailto:lmcbroom@actransit.org)

**BART:** Linda Wells-Grogan  
DBE Program Manager  
Office of Civil Rights  
(510) 464-6195 or [lwells@bart.gov](mailto:lwells@bart.gov)

**CCCTA:** Janet Madrigal  
Civil Rights Administrator  
(925) 676-1976 or [madrigal@cccta.org](mailto:madrigal@cccta.org)

**CITY OF RIO VISTA:** John Andoh  
Transit Coordinator  
(707) 374-5337 or  
[jandoh@ci.rio-vista.ca.us](mailto:jandoh@ci.rio-vista.ca.us)

**GGBHTD:** Gail Jackson  
DBE Program Administrator  
(415) 257-4581 or  
[gjackson@goldengate.org](mailto:gjackson@goldengate.org)

**MTC:** Denise Rodrigues  
Contract Administrator  
(510) 817-5897 or [drodri@mtc.ca.gov](mailto:drodri@mtc.ca.gov)

**SamTrans:** Raymond Lee  
DBE Officer  
(650) 508-7939  
or [leer@samtrans.com](mailto:leer@samtrans.com)

**SFMTA:** Sheila Evans-Peguese  
Contract Compliance Officer  
(415) 701-4436 or [sheila.evans-peguese@sfmta.com](mailto:sheila.evans-peguese@sfmta.com)

**VTA:** Hayden Lee  
DBE/SBE Consultant  
(408) 321-5574 or [hayden.lee@vta.org](mailto:hayden.lee@vta.org)

**WETA:** Shirley Douglas  
Community Relations Manager  
(415) 364-3191 or  
[douglas@watertransit.org](mailto:douglas@watertransit.org)

## FREE GOVERNMENT CONTRACTING COURSES AND SEMINARS

### Doing Business with General Services Administration (GSA)

November 3, 2008 - 8:30 to 11:30 AM  
Silicon Valley SBDC  
84 W. Santa Clara Street, Suite 100  
San Jose, CA 95113

### Introduction to Federal Contracting

November 12, 2008 - 9:00 AM to Noon  
Alameda County Public Works Agency  
951 Turner Court  
Hayward, CA 94545

### SBA's 8(a) Business Development Program

November 20, 2008 - 9:00 AM to Noon  
Union City @ Carter Industries  
950 Whipple Road  
Union City, CA 94587

### Getting Started with Government Contracting

December 9, 2008 - 1:00 to 4:00 PM  
Solano College SBDC  
360 Campus Lane, Suite 102  
Fairfield, CA 94534

### Responding to RFPs

November 4, 2008 - 9:00 AM to Noon  
Contra Costa SBDC  
2425 Bisso Lane, Suite 215  
Concord, CA 94520

### Project Management for the Small Business Government Contractor

November 18, 2008 - 9:00 AM to Noon  
Stockton Boulevard BIC  
4990 Stockton Boulevard  
Sacramento, CA 95820

### Federal Contract Administration

December 4, 2008 - 9:00 AM to Noon  
San Francisco SBDC  
455 Market Street, 5th Floor  
San Francisco, CA 94105

*For detailed course descriptions, or to register for these courses, please visit [www.TheFTC.org](http://www.TheFTC.org) or call 866-382-7822.*

## DON'T FALL PREY!

To a Fraudulent US DOT Letter  
Requesting DBE Bank Info.

**Do Not Respond!**

For more detailed information visit:  
<http://www.californiaucp.com/2.html>

## Small Business Transportation Resource Center-Southwest Region

The SBTRC-SW helps prepare SBEs in its region so that they can have an equal opportunity to participate in USDOT funded contracts at local, state and federal levels.

The SBTRC-SW draws upon a variety of resources for business assessment, technical assistance, business training, one-on-one counseling, conference participation, and outreach.

For more information, please visit the following website:  
<http://www.uspaacc.com/SBTRC/index.html>

The BOC needs your help to make sure this newsletter brings you the information you want. Please send any suggestions to improve the newsletter content to: [outreach@mtc.ca.gov](mailto:outreach@mtc.ca.gov)